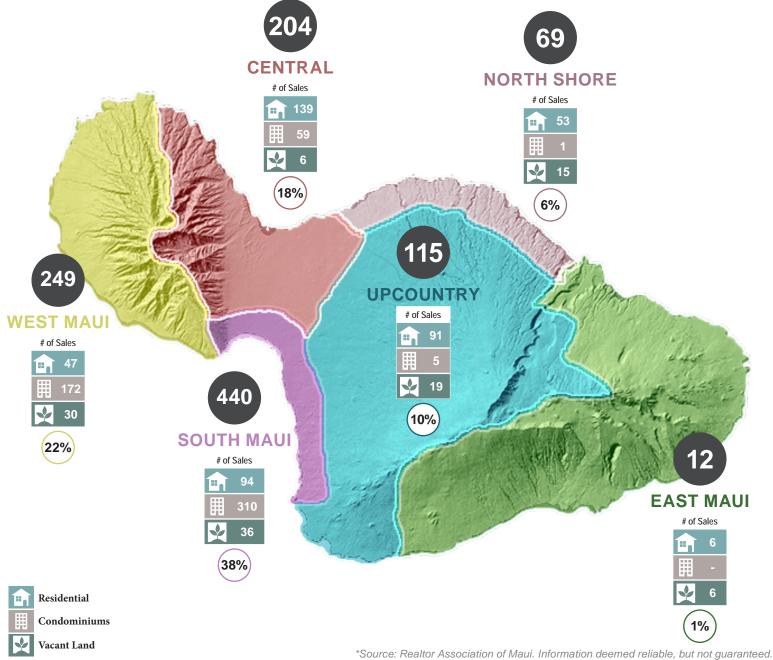
Fidelity National Title & ESCROW OF HAWAII





		% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE			MEDIAN DAYS ON MARKET	
	HOMES	41%	465		3%	\$1,300,000		12%	78
H	CONDO	49%	560		-6%	\$880,000		5%	79
*	LAND	10%	119		19%	\$980,000		40%	93

% of Closed Sales by Districts through July 31, 2024

Number of Recorded transactions
from January 1, 2024 - July 31, 2024

2024 VS 2023	YTD NUMBER	R OF UNITS	2024 VS 2023 Y	TD TOTAL DOL	LAR VOLUME
DISTRICT	2024	% Change	DISTRICT	2024	% Change
CENTRAL	204	-11%	SOUTH	\$1,007,189,216	58%
EAST	12	-20%	WEST	\$358,897,897	-27%
LANAI/MOLOKAI	55	2%	CENTRAL	\$200,065,499	-9%
NORTH SHORE	69	19%	UPCOUNTRY	\$162,289,624	14%
SOUTH	440	9%	NORTH SHORE	\$129,648,999	49%
UPCOUNTRY	115	19%	LANAI/MOLOKAI	\$32,933,950	30%
WEST	249	-14%	EAST	\$11,207,000	-66%
TOTAL	1,144	0%	TOTAL	\$1,902,232,185	16%







465

TOTAL NUMBER OF SALES

2024 453

3%

TOTAL NUMBER OF SALES

2023

\$1,300,000

MEDIAN SALES PRICE

2024

\$1,165,000

12%

MEDIAN SALES PRICE

2023

\$824,810,355

TOTAL DOLLAR VOLUME

2024

\$825,342,280

0%

TOTAL DOLLAR VOLUME

2023

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$1,415,000	\$1,525,000	-7%	\$1,415,000	\$1,525,000	-7%
Kahului	45	64	-30%	\$1,150,000	\$962,000	20%	\$52,779,388	\$63,424,143	-17%
Wailuku	93	93	0%	\$1,250,000	\$1,050,000	19%	\$111,969,611	\$117,398,553	-5%
EAST									
Hana	5	4	25%	\$1,125,000	\$1,187,500	-5%	\$5,288,000	\$5,437,500	-3%
Kaupo	-	1	-100%	-	\$725,000	-	-	\$725,000	-100%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$749,000	-	-	\$749,000	-	-
NORTH SHORE									
Haiku	42	33	27%	\$1,487,500	\$1,410,000	6%	\$75,167,999	\$57,408,196	31%
Sprecks/Paia/Kuau	11	6	83%	\$3,100,000	\$1,706,750	82%	\$40,257,000	\$10,322,103	290%
SOUTH									
Kihei	67	68	-2%	\$1,350,000	\$1,135,000	19%	\$100,631,650	\$91,409,850	10%
Maalaea	1	0	-	\$2,933,006	-	-	\$2,933,006	\$0	-
Maui Meadows	7	12	-42%	\$2,760,000	\$2,790,000	-1%	\$18,035,000	\$30,974,000	-42%
Wailea/Makena	19	12	58%	\$5,000,000	\$5,899,995	-15%	\$140,232,781	\$105,456,481	33%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	27	27	0%	\$1,565,000	\$1,450,000	8%	\$44,262,975	\$45,580,000	-3%
Makawao/Olinda/Haliimaile	52	27	93%	\$1,212,000	\$1,110,000	9%	\$79,604,874	\$40,219,891	98%
Pukalani	12	19	-37%	\$1,150,000	\$1,000,000	15%	\$17,132,775	\$21,874,400	-22%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	8	10	-20%	\$2,725,000	\$3,525,000	-23%	\$23,785,000	\$56,644,136	-58%
Kapalua	4	8	-50%	\$5,131,500	\$4,350,000	18%	\$20,288,000	\$38,980,000	-48%
Lahaina	15	25	-40%	\$2,672,500	\$1,900,000	41%	\$39,835,630	\$89,473,758	-56%
Napili/Kahana/Honokowai	20	17	18%	\$1,586,500	\$1,390,000	14%	\$29,472,216	\$23,302,499	27%
Olowalu	-	2	-100%	-	\$4,800,000	-	-	\$9,600,000	-100%
LANAI - MOLOKAI									
Lanai	8	4	100%	\$662,500	\$717,500	-8%	\$5,530,000	\$2,845,000	94%
Molokai	27	20	35%	\$462,000	\$437,500	6%	\$15,440,450	\$12,741,770	21%
MAUI SUMMARY	465	453	3%	\$1,300,000	\$1,165,000	12%	\$824,810,355	\$825,342,280	0%

JULY 2024	YTD NUMB	ER OF SAL	.ES	JULY 2024 YTD TOTAL DOLLAR VOLUME				
DISTRICT	2024	2023	% Change	DISTRICT	2024	2023	% Change	
CENTRAL	139	158	-12%	SOUTH	\$261,832,437	\$227,840,331	15%	
SOUTH	94	92	2%	CENTRAL	\$166,163,999	\$182,347,696	-9%	
UPCOUNTRY	91	73	25%	UPCOUNTRY	\$141,000,624	\$107,674,291	31%	
NORTH SHORE	53	39	36%	NORTH SHORE	\$115,424,999	\$67,730,299	70%	
WEST	47	62	-24%	WEST	\$113,380,846	\$218,000,393	-48%	
LANAI/MOLOKAI	35	24	46%	LANAI/MOLOKAI	\$20,970,450	\$15,586,770	35%	
EAST	6	5	20%	EAST	\$6,037,000	\$6,162,500	-2%	
TOTAL	465	453	3%	TOTAL	\$824,810,355	\$825,342,280	0%	

Source: Realtors Association of Maui – www.RAMaui.com

www.FidelityHawaii.com







560

TOTAL NUMBER OF SALES

2024 593

-6%

TOTAL NUMBER OF SALES

2023

\$880,000

MEDIAN SALES PRICE

2024

2023

5%

\$840,000 MEDIAN SALES PRICE

TOTAL DOLLAR VOLUME 2023

\$685,090,274

20%

\$823,650,329

TOTAL DOLLAR VOLUME

2024

**Number of Sales Median Sales Price Total Dollar Volume** 2024 2023 %Change 2024 2023 %Change 2024 2023 %Change **CENTRAL** Kahakuloa Kahului 19 13 46% \$251,000 \$278,000 -10% \$5,513,500 \$3,388,000 63% Wailuku 40 36 11% \$605,000 \$538,500 12% \$24,223,000 \$20,541,500 18% **EAST** Hana Kaupo Keanae Kipahulu Nahiku **NORTH SHORE** Haiku Sprecks/Paia/Kuau 1 \$838,500 \$838,500 SOUTH Kihei 199 230 -14% \$799,000 \$800,000 0% \$191,183,733 \$204,328,575 -6% Maalaea 14 26 -46% \$862,000 \$732,000 18% \$11.883.000 \$18.858.000 -37% Maui Meadows Wailea/Makena 97 51 90% \$2,731,550 \$1,995,000 37% \$359,670,046 \$176,262,949 104% **UPCOUNTRY** Kula/Ulupalakua/Kanaio Makawao/Olinda/Haliimaile Pukalani 5 4 25% \$1,009,000 \$899,000 12% \$4,978,000 \$3,593,000 39% **WEST** Honokohau Kaanapali 57 47 21% \$1,535,000 \$1,435,000 7% \$92,255,000 \$84,390,600 9% 15 19 -21% \$2,350,000 \$1,675,000 40% \$50,262,000 \$44,094,000 14% Kapalua \$40,808,950 Lahaina 1 43 -98% \$95,000 \$865.000 -89% \$95.000 -100% Napili/Kahana/Honokowai 99 103 -4% \$675,000 \$775,000 -13% \$72,289,050 \$80.778.200 -11% Olowalu **LANAI - MOLOKAI** Lanai 4 1 300% \$2,137,500 \$1,650,000 30% \$7,640,000 \$1,650,000 363% Molokai 9 20 -55% \$275,000 \$328,500 -16% \$2,819,500 \$6,396,500 -56% **MAUI SUMMARY** 560 593 -6% \$880,000 \$840,000 5% \$823,650,329 \$685,090,274 20%

JULY 2024 YTD NUMBER OF SALES							
DISTRICT	2024	2023	% Change				
SOUTH	310	307	1%				
WEST	172	212	-19%				
CENTRAL	59	49	20%				
LANAI/MOLOKAI	13	21	-38%				
UPCOUNTRY	5	4	25%				
NORTH SHORE	1	-	-				
EAST	-	-	-				
TOTAL	560	593	-6%				

JULY 2024 YTD TOTAL DOLLAR VOLUME								
DISTRICT	2024	2023	% Change					
SOUTH	\$562,736,779	\$399,449,524	41%					
WEST	\$214,901,050	\$250,071,750	-14%					
CENTRAL	\$29,736,500	\$23,929,500	24%					
LANAI/MOLOKAI	\$10,459,500	\$8,046,500	30%					
UPCOUNTRY	\$4,978,000	\$3,593,000	39%					
NORTH SHORE	\$838,500	-	-					
EAST	-	-	-					
TOTAL	\$823,650,329	\$685,090,274	20%					

Source: Realtors Association of Maui - www.RAMaui.com

www.FidelityHawaii.com

# **MAUI** REAL ESTATE REPORT Fidelity National Title & ESCROW OF HAWAII





119

TOTAL NUMBER OF SALES

2024

100

19%

TOTAL NUMBER OF SALES 2023

\$980,000

MEDIAN SALES PRICE

2024

\$701,000

40%

**MEDIAN SALES PRICE** 

2023

\$253,771,501

TOTAL DOLLAR VOLUME

2024

\$129,807,993

96% TOTAL DOLLAR VOLUME

2023

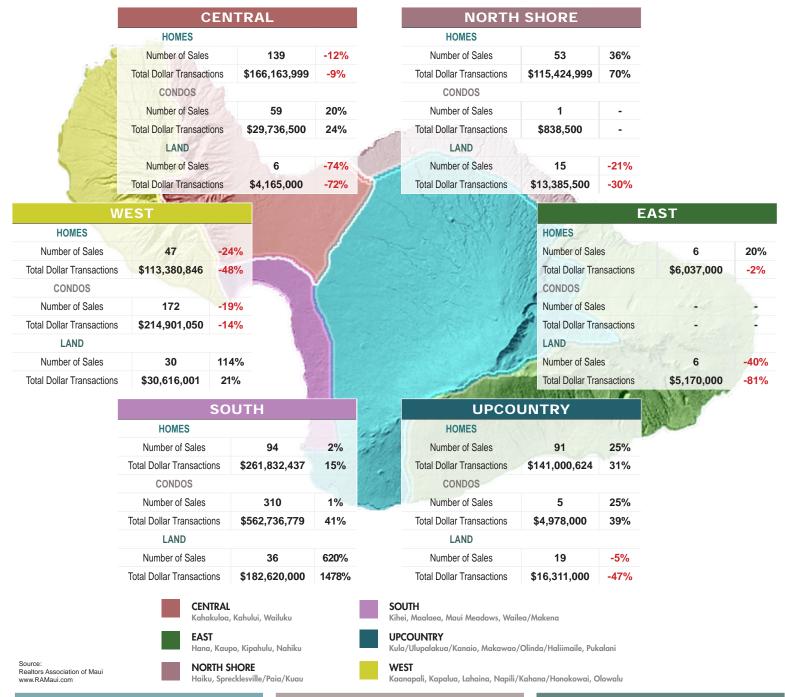
	Number of Sales		Media	Median Sales Price			Dollar Volum	е	
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	6	23	-74%	\$537,000	\$550,000	-2%	\$4,165,000	\$14,663,000	-72%
EAST									
Hana	4	8	-50%	\$705,000	\$607,500	16%	\$3,875,000	\$4,946,000	-22%
Kaupo	1	1	0%	\$630,000	\$21,132,920	-97%	\$630,000	\$21,132,920	-97%
Keanae	1	1	0%	\$665,000	\$685,000	-3%	\$665,000	\$685,000	-3%
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	14	19	-26%	\$782,500	\$871,383	-10%	\$11,035,500	\$19,052,765	-42%
Sprecks/Paia/Kuau	1	-	-	\$2,350,000	-	-	\$2,350,000	-	-
SOUTH									
Kihei	2	-	-	\$2,472,500	-	-	\$4,945,000	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	1	-100%	-	\$1,620,000	-	-	\$1,620,000	-100%
Wailea/Makena	34	4	750%	\$5,062,500	\$1,721,904	194%	\$177,675,000	\$9,953,808	1685%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	14	14	0%	\$762,500	\$1,275,000	-40%	\$12,427,000	\$25,583,000	-51%
Makawao/Olinda/Haliimaile	2	6	-67%	\$1,165,000	\$675,000	73%	\$2,330,000	\$5,300,000	-56%
Pukalani	3	-	-	\$495,000	-	-	\$1,554,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	5	-20%	\$907,500	\$1,125,000	-19%	\$3,605,000	\$14,966,000	-76%
Kapalua	3	3	0%	\$1,342,500	\$1,200,000	12%	\$4,110,000	\$3,720,000	11%
Lahaina	22	3	633%	\$812,500	\$1,300,000	-38%	\$18,701,001	\$3,825,000	389%
Napili/Kahana/Honokowai	1	_	-	\$4,200,000	-	-	\$4,200,000	-	-
Olowalu	-	3	-100%	-	\$780,000	-	-	\$2,745,000	-100%
LANAI - MOLOKAI					, , , , , ,			, , ,,,,,,,,	
Lanai	-	_	-	-	_	-	-	-	-
Molokai	7	9	-22%	\$100,000	\$217,500	-54%	\$1,504,000	\$1,615,500	-7%
MAUI SUMMARY	119	100	19%	\$980,000	\$701,000	40%	\$253,771,501	\$129,807,993	96%

JULY 2024	YTD NUME	ER OF SAL	.ES	JULY 2024 YTD TOTAL DOLLAR VOLUME				
DISTRICT	2024	2023	% Change	DISTRICT	2024	2023	% Change	
SOUTH	36	5	620%	SOUTH	\$182,620,000	\$11,573,808	1478%	
WEST	30	14	114%	WEST	\$30,616,001	\$25,256,000	21%	
UPCOUNTRY	19	20	-5%	UPCOUNTRY	\$16,311,000	\$30,883,000	-47%	
NORTH SHORE	15	19	-21%	NORTH SHORE	\$13,385,500	\$19,052,765	-30%	
LANAI/MOLOKAI	7	9	-22%	EAST	\$5,170,000	\$26,763,920	-81%	
CENTRAL	6	23	-74%	CENTRAL	\$4,165,000	\$14,663,000	-72%	
EAST	6	10	-40%	LANAI/MOLOKAI	\$1,504,000	\$1,615,500	-7%	
TOTAL	119	100	19%	TOTAL	\$253,771,501	\$129,807,993	96%	

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### **RESIDENTIAL**

TOP 10 AREAS Total Dollar Volume

#### CONDOMINIUM

TOP 10 AREAS Total Dollar Volume

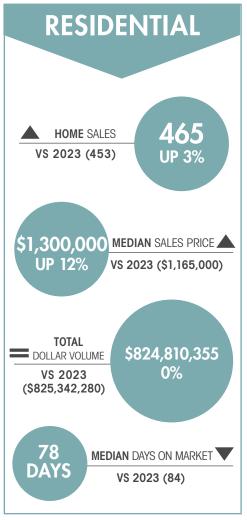
Wailea/Makena	\$359,670,046
	. , ,
Kihei	\$191,183,733
Kaanapali	\$92,255,000
Napili/Kahana/Honokowai	\$72,289,050
Kapalua	\$50,262,000
Wailuku	\$24,223,000
Maalaea	\$11,883,000
Lanai	\$7,640,000
Kahului	\$5,513,500
Pukalani	\$4,978,000

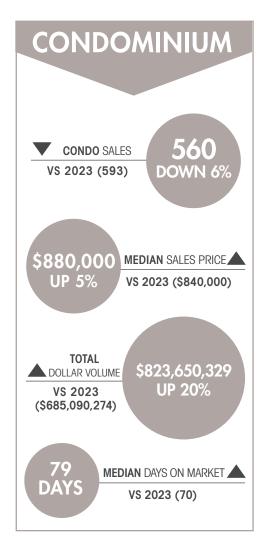
### **VACANT LAND**

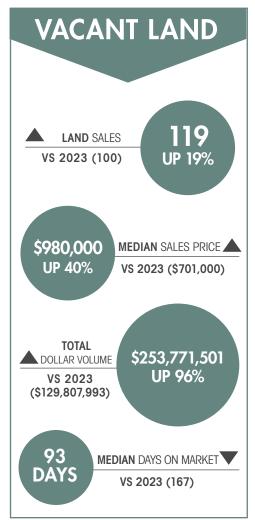
**TOP 10 AREAS** otal Dollar Volume

Wailea/Makena	\$177,675,000
Lahaina	\$18,701,001
Kula/Ulupalakua/Kanaio	\$12,427,000
Haiku	\$11,035,500
Kihei	\$4,945,000
Napili/Kahana/Honokowai	\$4,200,000
Wailuku	\$4,165,000
Kapalua	\$4,110,000
Hana	\$3,875,000
Kaanapali	\$3,605,000









Source: Realtors Association of Maui – www.RAMaui.com

# State of Hawaii Conveyance Tax Law

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX							
CONSIDERATION PAID		Scale #1: Applies to all transfers or conveyanceof realty or	Scale #2:				
At Least	But Less Than	any interest therein, for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowner's exemption.  (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption.  (increments of \$100 of sale price will be added proportionately to tax)				
\$0	\$600,000	10¢	15¢				
\$600,000	\$1 Million	20¢	25¢				
\$1 Million	\$2 Million	30¢	40¢				
\$2 Million	\$4 Million	50¢	60¢				
\$4 Million	\$6 Million	70¢	85¢				
\$6 million	\$10 million	90¢	\$1.10				
\$10 Million and Above		\$1.00	\$1.25				





HARPTA - Hawaii Real Property Tax Act

**The Hawaii Real Property Tax Act (HARPTA)** requires the buyer who purchases real property from a non-resident of Hawaii to withhold **7.25%**<sup>+</sup> of the amount realized (generally the sales price) and remit it to the Department of Taxation within 20 days of closing unless an exemption applies.

The 7.25% withholding represents an estimate of the Hawaii capital gains tax that may be owed by the non-resident when selling real property in Hawaii.

The standard Hawaii Association of Realtors Purchase Contract provides that escrow is to withhold and remit the HARPTA amount to the Department of Taxation unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under Hawaii law, it is the buyer's responsibility to determine if the seller is a non-resident of Hawaii and that the proper withholding amount is remitted to the Department of Taxation on a timely basis.

# FIRPTA - Foreign Investment Real Property Tax Act

**The Foreign Investment in Real Property Tax Act (FIRPTA)** requires the buyer who purchases real property from a foreign seller to withhold 10% or 15% of the amount realized (generally the sales price) and remit it to the IRS within 20 days of closing unless an exemption applies. The withholding percentage will depend upon the sales price and whether the buyer or buyer's family member intends to use the real property as a residence.\*

The withholding percentage represents an estimate of the federal capital gains tax that may be owed by the foreign seller when selling real property in the United States.

The standard Hawaii Association of REALTORS® Purchase Contract provides that escrow is to withhold and remit the FIRPTA amount to the IRS unless the seller provides the buyer with a certificate of exemption or waiver from FIRPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under federal law, it is the buyer's responsibility to determine if the seller is a foreigner subject to FIRPTA withholding and that the proper withholding amount is remitted to the IRS on a timely basis.

\*Buyer or member of buyer's family must have definite plans to reside in the property for at least 50% of the number of days the property is used by any person during each of the first two 12-month periods following the date of transfer.

This information is presented for informational purposes only and is deemed reliable but is not guaranteed. It is not our intention to provide any legal financial or business advice. For specific information, please consult a qualified advisor.

\*FNT Internal Update July, 2018

### REAL PROPERTY TAX RATES

## **Honolulu County**

Classification Tax Rate (Per \$1,000)	Rate
Residential	\$3.50
Hotel and Resort	\$13.90
Commercial	\$12.40
Industrial	\$12.40
Agricultural	\$5.70
Preservation	\$5.70
Public Service	\$0.00
Vacant Agricultural	\$8.50
Residential A Tier 1: Up to \$1,000,000	\$4.00
Residential A Tier 2: More than \$1,000,000	\$11.40
Bed and Breakfast Home	\$6.50
Transient VR Tier 1: Up to \$800,000	\$9.00
Transient VR Tier 2: More than \$800,000	\$11.50

#### **REAL PROPERTY TAX DUE DATES:**

Aug 20, 2024 1st half of fiscal year tax payment due

Sep 30, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

## Hawai'i County

Classification Tax Rate (Per \$1,000)	Rate
Affordable Rental Housing	\$5.75
Residential Tier 1: Up to \$2,000,000	\$11.10
Residential Tier 2: More than \$2,000,000	\$13.60
Apartment	\$11.70
Commercial	\$10.70
Industrial	\$10.70
Agricultural and Native Forest	\$9.35
Conservation	\$11.55
Hotel/Resort	\$11.55
Homeowner	\$5.75

#### **REAL PROPERTY TAX DUE DATES:**

Aug 20, 2024 1st half of fiscal year tax payment due

Dec 31, 2024 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year

Feb 20, 2025 2nd half of fiscal year tax payment due

June 30, 2025 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

For More Information Visit: https://hawaiipropertytax.com/tax\_rates.html



7 Experienced Officers | 1 Sales Executive | 282 Years of Combined Experience

#### FISCAL YEAR July 1, 2024 to June 30, 2025

### **Maui County**

Classification Tax Rate (Per \$1,000)	Rate
Owner-Occupied Tier 1: Up to \$1 Million	\$1.80
Owner-Occupied Tier 2: \$1,000,001 to \$3 Million	\$2.00
Owner-Occupied Tier 3: More Than \$3 Million	\$3.25
Non-Owner-Occupied Tier 1: Up to \$1 Million	\$5.87
Non-Owner-Occupied Tier 2: \$1,000,001 to \$3 Million	\$8.50
Non-Owner-Occupied Tier 3: More Than \$3 Million	\$14.00
Apartment	\$3.50
Hotel And Resort	\$11.75
Time Share	\$14.60
<b>TVR-STRH</b> Tier 1: Up to \$1,000,000	\$12.50
TVR-STRH Tier 2: \$1,000,001 to \$3,000,000	\$13.50
TVR-STRH Tier 3: More Than \$3,000,000	\$15.00
Long-Term Rental Tier 1: Up to \$1 Million	\$3.00
Long-Term Rental Tier 2: \$1,000,001 to \$3 Million	\$5.00
Long-Term Rental Tier 3: More Than \$3 Million	\$8.00
Agricultural	\$5.74
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercial Residential Tier 1: Up to \$1,000,000	\$4.00
Commercial Residential Tier 2: \$1,000,001 to \$3,000,000	\$5.00
Commercial Residential Tier 3: More Than \$3,000,000	\$8.00

#### **REAL PROPERTY TAX DUE DATES:**

Aug 20, 2024 1st half of fiscal year tax payment due

Dec 31, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

## **Kauai County**

Classification Tax Rate (Per \$1,000)	
Owner Occupied	\$2.59
Non-Owner Occupied Residential Tier 1: Up to \$1.3 mil	\$5.45
Non-Owner Occupied Residential Tier 2: \$1,300,001 to \$2 mil	\$6.05
Non-Owner Occupied Residential Tier 3: More than \$2 mil	\$9.40
Vacation Rental Tier 1: Up to \$1 mil	\$11.30
Vacation Rental Tier 2: \$1,000,001 to \$2.5	\$11.75
Vacation Rental Tier 3: \$ More than \$2.5 mil	\$12.20
Hotel and Resort	\$11.75
Commercial	\$8.10
Industrial	\$8.10
Agricultural	\$6.75
Conservation	\$6.75
Owner-Occipied Mixed-Use	\$5.05

#### **REAL PROPERTY TAX DUE DATES:**

Aug 20, 2024 1st half of fiscal year tax payment due

Sep 30, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment